

AMENDMENTS

In the Claims

1. (Currently Amended) A method in a computer system for presenting forecast information, the method comprising:

providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, forecast interval and summary forecasts, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

receiving from a user a request to display forecast information for a forecast period;

for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast;

retrieving current opportunities for the user; and

generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of the retrieved current opportunities of the user.

2. (Original) The method of claim 1 wherein the information of the areas include a date for each forecast snapshot.

3. (Original) The method of claim 1 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.

4. (Original) The method of claim 1 wherein information of the summary area includes closed revenue and forecast revenue.

5. (Original) The method of claim 4 wherein the information of the summary area includes pipeline revenue.

6. (Original) The method of claim 4 wherein the information of the summary area includes expected revenue.
7. (Original) The method of claim 1 wherein the information of the participants area includes closed revenue and forecast revenue.
8. (Original) The method of claim 7 wherein the information of the participants area includes pipeline revenue.
9. (Original) The method of claim 7 wherein the information of the participants area includes name of the participant.
10. (Original) The method of claim 1 wherein the user area includes information for each opportunity of the user.
11. (Original) The method of claim 10 wherein the information for each opportunity includes opportunity identifier and forecast revenue.
12. (Original) The method of claim 1 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
13. (Original) The method of claim 1 wherein information of the summary area includes forecasted quantity of a product.
14. (Original) The method of claim 1 wherein the information of the summary area includes closed quantity of a product.
15. (Original) The method of claim 1 wherein the information of the summary area includes pipeline quantity of a product.

16. **(Currently Amended)** A computer system for presenting forecast information, comprising:

a data store with forecast snapshots having a forecast date, a forecast period, forecast interval and forecast information, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

a component that, for each forecast snapshot for a forecast period, retrieves forecasts for participants of the forecast; and

a component that generates a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of opportunities of a user.

17. **(Original)** The computer system of claim 16 wherein the information of the areas include a date for each forecast snapshot.

18. **(Original)** The computer system of claim 16 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant, the more detailed information including opportunity information retrieved from a snapshot.

19. **(Original)** The computer system of claim 16 wherein information of the summary area includes forecast revenue.

20. **(Original)** The computer system of claim 16 wherein the information of the summary area includes closed revenue.

21. **(Original)** The computer system of claim 16 wherein the information of the summary area includes expected revenue.

22. **(Original)** The computer system of claim 16 including a component that automatically generates forecasts in accordance with a forecast definition.

23. (Original) The computer system of claim 16 wherein information of the participants area includes forecast revenue.
24. (Original) The computer system of claim 16 wherein the information of the participants area includes pipeline revenue.
25. (Original) The computer system of claim 16 wherein the information of the participants area includes name of the participant.
26. (Original) The computer system of claim 16 wherein the user area includes information for each current opportunity of the user.
27. (Original) The computer system of claim 16 wherein the user area includes information for each opportunity of the user stored in a snapshot.
28. The computer system of claim 16 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
29. (Original) The computer system of claim 16 wherein information of the summary area includes forecasted quantity of a product.
30. (Original) The computer system of claim 16 wherein the information of the summary area includes closed quantity of a product.
31. (Original) The computer system of claim 16 wherein the information of the summary area includes pipeline quantity of a product.
32. (Original) A computer-readable medium for controlling a computer system to present forecast information, by a method comprising:

providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, **forecast interval** and summary forecasts, **wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots**;

for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast; and

generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast and a participants area that includes information of the retrieved forecasts of each participant.

33. (Original) The computer-readable medium of claim 32 wherein the information of the areas include a date for each forecast snapshot.

34. (Original) The computer-readable medium of claim 32 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.

35. (Original) The computer-readable medium of claim 32 wherein the information of the participants area includes name of the participant.

36. (Original) The computer-readable medium of claim 32 wherein the summary area includes a row of information for each forecast snapshot within the forecast period and the participant area includes a row of information for each participant within each forecast snapshot within the forecast period.

37. (Original) The computer-readable medium of claim 32 wherein information of the summary area includes forecasted quantity of a product.

38. (Currently Amended) A computer-readable medium containing a data structure comprising:

a summary area that includes summary information of forecasts for participants of a forecast, the summary information being generated based on forecast snapshots

having a forecast date, a forecast period, forecast interval and summary forecasts, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

a participants area that includes information of forecasts of each participant that is generated based on the forecast snapshots; and

a user area that includes information of the retrieved current opportunities of the user.